

DECEMBER 22, 1954

# LEATHER AND SHOES

*The Magazine for Executives*

## **Lowell Tech: 'Tanners' "White Hope"**

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**November Production  
Soars**

**USMC To Offer  
Revisions**

**European Influences  
(Shoescope)**

Prof. Albert E. Chouinard, Asst. Prof. Louis W. Stearns and G. Arthur Brown, staff of Lowell Technological Institute's Leather Engineering Department, study miniature transparent tanning wheel which enables students to watch chemical changes in hides during actual tanning operations.



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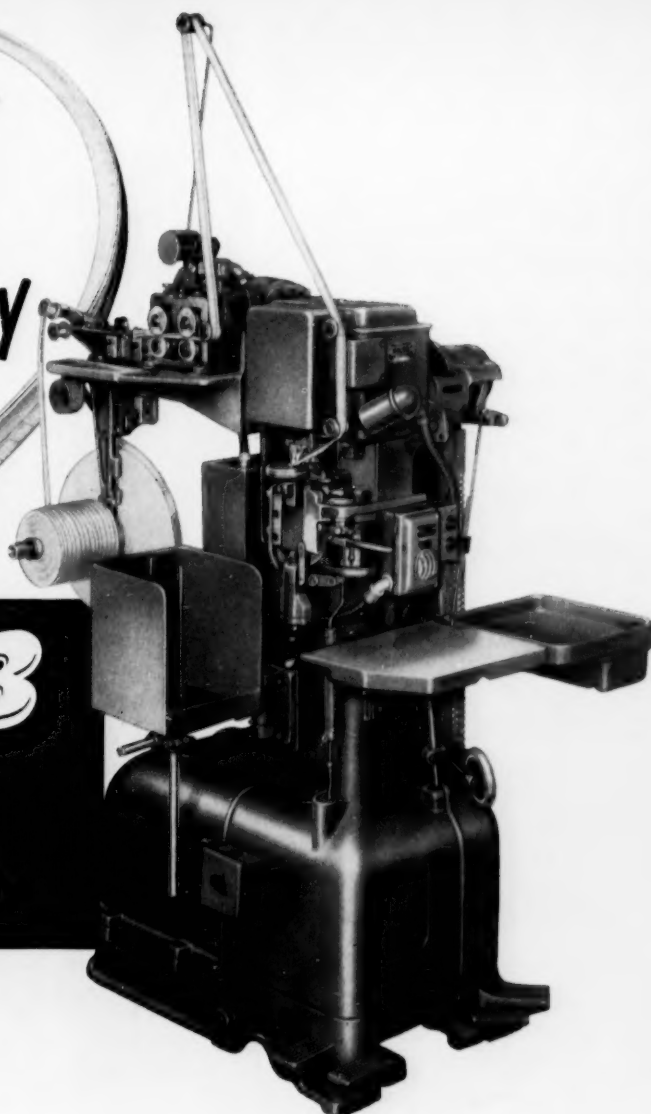
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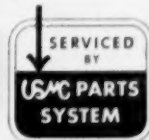
**ECONOMY** — **PLIRIB**, *quality for quality*, is proving less costly compared to other applied ribs.

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# LISTEN TO THIS!

**Santa International.** While in America Santa Claus was filling children's stockings with gifts, it was different elsewhere. In France he's known as Bonhomme Noel—and on Christmas Eve the kids leave out their wooden shoes instead of their stockings for Santa to fill. It's the same in Scandinavia, where Santa is known as Kris Kringle.

**Slipper collector.** Mrs. Charles Thomas, wife of the Secretary of the Navy, is a slipper collector. She collects ceramic and glass slippers from all over the world.

**Hard riding.** Willie Hartack, 1954's top jockey (he's had 310 winners this year) used up more than three dozen pairs of riding boots for the year. That's about a dozen pair more than the average jockey uses in a full year's work.

**Nothing to buy.** Retail store surveys reveal an interesting finding. The number of customer walkouts hasn't dropped in two years. This number of potential buyers hasn't been motivated enough by stores to make purchases when they shop. Principal reason: inadequate selection of merchandise.



**TOE JEWELRY** is a swank new fad seen in the resort areas. Worn with bare sandals outdoors, or with lounge footwear indoors. Can be used with matching hand ring.

**Legs versus feet.** The average woman buys 30 pairs of hose a year as against an average of four pairs of shoes. She spends a total of \$37.50 for her hosiery—as compared with \$28 for her four pairs of shoes.

**New market.** Traffic accident authorities have found—and are now publicizing—that a large number of auto accident personal injuries or fatalities could be prevented by use of a safety belt in the front seat of the car. Hickok is now making leather belts for this purpose. Price: \$28.50.

**Chest pockets.** A new item in the suspender field is smart fabric suspenders with kid leather pocket flaps to carry pocket combs or nail files—or to keep your sweetie's snapshot next to your heart.

**For posterity.** Sir Edmund Hillary, conqueror of Mount Everest, has had his shoeprints perpetuated in concrete. Impressions of his size 10 shoes are permanently set in the cobblestone pathway near his home in Gisborne, New Zealand.

**Buttonhook collector.** Mrs. Meree Ottoman, So. Gate, Calif., has perhaps the world's largest collection of buttonhooks. The button hooks date from 1892 to the early Twenties. The collection also includes glove hooks to button gloves around the wrist, and collar hooks to fasten men's old-fashioned stiff collars.

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**Elmer J. Rumpf**  
PUBLISHER

**William A. Rossi**  
EDITOR AND ASST PUBLISHER

**Irving B. Roberts**  
NEWS AND MARKET EDITOR

**Kay Sleater**  
FASHION EDITOR

**James Malone**  
EDITORIAL RESEARCH DIRECTOR

**Joseph B. Huttlinger**  
WASHINGTON EDITOR

**William N. Scanlan**  
PRODUCTION MANAGER

### OFFICERS

Elmer J. Rumpf, President; C. E. Belding, F. G. Moynahan, W. A. Rossi, Vice-Presidents; L. C. Bedford, Secretary.

### HEADQUARTERS

THE RUMPF PUBLISHING CO.  
300 W. ADAMS ST., CHICAGO 6, ILL.  
PHONE—CENTRAL 6-9353

### EDITORIAL OFFICE

10 HIGH ST., BOSTON 10, MASS.  
PHONE—LIBERTY 2-4652

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### REPRESENTATIVES

BOSTON 10, MASS.—Frederick G. Moynahan, George G. Dunning, 10 High St., Liberty 2-4652 • NEW YORK 7, N. Y.—Cardwell E. Belding, 20 Vesey St., Barclay 7-8783 • WASHINGTON 4, D. C.—Joseph B. Huttlinger, 894 National Press Bldg., Executive 3-3733 • PHILADELPHIA 31, PA.—Cardwell E. Belding, 5201 Berks St., Greenwood 7-6785 • CINCINNATI 9, OHIO—Robert O. Bardou, 3123 Madison Rd., REdwood 6662 • ST. LOUIS 16, MO.—Jos. Schulte, Jr., 3618 Bowen St., Flanders 1-3275 or CEntal 6913 • GREAT BRITAIN, AND EUROPE—J. B. Tratsart Ltd., 799 Harrow Road, Sudbury, Middlesex, England, ARNold 7587 • SWEDEN & NORWAY—Nils Haraldson, Drottninggaten, 2, Orebro, Sweden. Orebro 13027.

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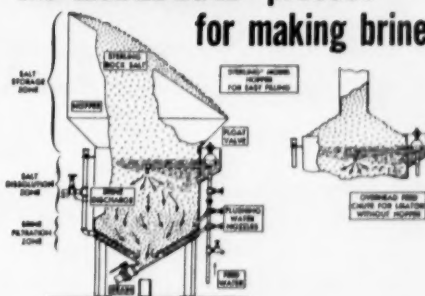
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**UNITED SHOE MACHINERY CORPORATION • BOSTON, MASS.**

LEATHER and SHOES

December 25, 1954

# shoescop

## *the Advance Guide to Footwear Fashion*

European style influences getting more attention from American shoe designers than ever before. Many more designers making regular trips to Europe for design inspiration than in previous years. Italy continues to be the favorite country for most shoe designers traveling abroad, but there has been increasing attention given to Spain. Some of leading shoe designers in both men's and women's fields are currently working on an expanded range of Spanish-inspired styles to be introduced in the near future.

France, England, Switzerland also influencing American shoe stylists to greater degree than in past years.

And these style influences are finding their way into shoe lines in all price brackets . . . for men, women and children.

A collection of new European designs has been assembled by our associate fashion editors in Europe, and is presented here for the first time. All the shoes emphasize lightness in weight, softness, and easy flexibility. Both inspirational and practical styles are included. . . .

No. 1 . . . From Switzerland, a moccasin toe pattern for men, with modern ghillie tie lacing. Note collar effect. In fine grained brown calf.

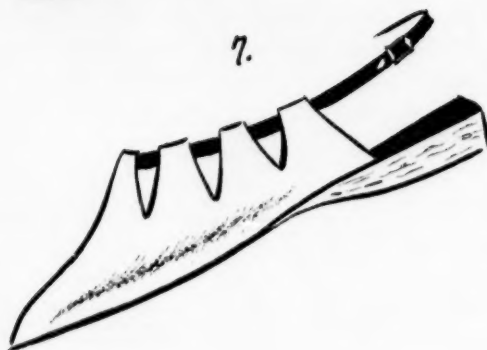
No. 2 . . . From Italy, a slip-on pattern for men. Made in fine suede, the shoe has a U-wing toe effect and is highlighted with hand-stitching. Surprise note: the color is very dark green . . . similar to charcoal green in men's apparel.

No. 3 . . . From Spain, a three-eyelet bal oxford for men, in soft grey glove leather. Kiltie tongue effect is suggested below the lace stay.

No. 4 . . . From Spain, a brilliant red flattie for women, with wide sabot strap. Squareness of throatline is repeated throughout pattern design. White piping outlines each pattern piece.

No. 5 . . . From Italy, the half-and-half shoe combining discretely closed vamp and inner-Instep with open quarter and outer shank line. Curvaceous pattern line across instep is particularly flattering. In fine black suede with very slender Jordan-type heel.





No. 6 . . . From England, an ankle boot in brushed shag-type leather with wide strap buckled to peaked quarter. In camel tan with dark brown piping. Boot is soft, flexible and lightweight.

No. 7 . . . From Italy, a yellow kid casual with square-back low cork wedge. Quarter strap is laced through upper.

No. 8 . . . From France, a soft, single-eyelet flattie in pale beige kid with yellow undertones. Vamp is scooped low. Note the up-and-down collar.

No. 9 . . . From England, a British tan single-strap shoe for little girls. The highly polished calf leather is highlighted with fine perforations around the topline and strap.

**Special Note:** We are very anxious to know if our readers would like to see more of these inspirational ideas from Europe. We receive many provocative sketches from our associate fashion editors in Europe and will feature them more often if you prefer. Let us know . . . and we'll be happy to run these regularly.

*Kay Sleator*



## Christmas: The Greatest Love Story Ever Known

God Came Down To The Level Of Man That He Might  
In Some Way Lift Man To The Level Of God

America today is divided into two groups.

The first group, increasingly despondent about the apparently hopeless behavior and future of man, says, "Look what the world's coming to."

The second group, exultant in the embrace of Jesus at Christmas-time, says, "Look what has come into the world."

Those of the first group hold little hope for man's tomorrow because their faith has rested solely with man—and man alone has proved unable to resolve the countless dilemmas of his own making.

But those of the second group hold great hope for the future of man because their faith has rested in God—Jesus and the eternal promise that so long as this faith survives, man's hope for a true brotherhood shall materialize.

As Bishop Fulton Sheen states, "God came down to the level of man that He might in some way lift man to the level of God."

And therein, concisely, is the entire essence and design of Christmas. It is why man's faith survives and abounds despite the seemingly insurmountable obstacles which confront him and his future. Yet somehow he manages to overcome them, often at heavy cost, but with each victory climbing a step higher toward the kingdom of God. That was the purpose of Jesus' coming to the world with his message of love and good will to all men. It is why we exult in the spirit of Christmas—because at no other time is the promise and presence of God more real, more within reach.

Christmas makes people sing. Atheism has no jubilant anthems, nor has skepticism its lilting carols.

God has given man great powers. But Christmas comes to remind man that these powers stem from God and not from man. Man can take the atom apart. But it takes God to hold it together. God minus the world would still equal God. The world minus God would equal nothing.

Nevertheless, men continue to fail to pay full heed to the remindful purpose of Christmas. They grow presumptuous and pay more and more homage to their brain-power and less and less tribute to their soulpower. What has become modern life's greatest tragedy is men with a 10 x 12 intellect and a 2 x 4 soul.

Christmas comes to re-inspire our faith, to plead with men to adjust their perspectives so that the spirit of Jesus might enter men's souls to do its work and bring its promised rewards. The "good will" of Christmas is not to come from the roof of the mouth but from the root of the heart.

It is not what people eat but what they digest that makes them grow. It is not what they read but what they remember that makes them learned. And it is not what they profess but what they practice that fulfills the Christmas promise of good will toward men.

Modern man bewails his troubled world. Skepticism grows within him as he points to the never-ending parade of obstacles to his happiness. But this is a shallow perspective. It is failure to understand that obstacles are simply God-implemented tests of man's character—of his right to the rewards of faith and noble action in the face of repeated challenge. It is only by surmounting obstacles that man grows and matures, that man fulfills his destiny in moving a step nearer God.

**Men are like tea:** their real strength is supposed to come when they get into hot water. A certain amount of opposition is a great help to man; kites rise against the wind, not with them. Obstacles are put in our way to find out whether we really wanted a thing or whether we just thought we did.

Faith begins when God says no. If we think our world is troubled today, and our challenges and obstacles so enormous, think back 2,000 years ago of the first Christians. There were only 12 of them, those Apostles. Armed only with faith and

love, they changed the whole course of history, established a following which today numbers in the hundreds of millions. They tamed civilization, gave a soul to the future. And they gave rich reason for the engulfing spirit of Christmas which today inspires men to acclaim, "Look what has come into the world."

We cannot have the fruits of Christianity without cultivating the tree. Love and faith are the cultivating forces. Successful men are those who *believed* in success long before they achieved it. Men have it within their power, by the grace of God, to achieve unbelievable heights. They have only to *will* it.

There is the fable of the frog caught in the deep rut of a road. In spite of the help of his friends, he couldn't get out. They finally left him there in despair. The next day, one of his friends saw him, chipper as could be, and no longer in the rut.

"What are you doing here?" the friend asked. "I thought you couldn't get out."

"I couldn't," the frog replied. "But a truck came along and I just had to."

Men, too, are like that. They possess the God-endowed resources to surmount even the seemingly hopeless obstacles. They fail only through their minds, through lack of faith. The streets of the City of Failure are paved with alibis—some of them absolutely perfect. There is always something wrong with the rules, never with the man himself. Some statistician has figured that the world today has 35,000,000 laws trying to enforce the 10 commandments. Our minds have become so filled with the fears of evil that we have forgotten the powers of good.

The man who said "Love conquers all" was more realist than romanticist. Today there is far more hunger for love in the world than hunger for bread. We continue to peer critically at our world—yet to see without loving is to stare into darkness.

But Christmas now comes to shed warm light on such darkness—and to again plead with men to cease bemoaning a "troubled world" and instead to develop the wonderful resources for good that lie within all men. To the cynic's moan, "I could have made a better world," the Sage replied: "That's why God put you here. Go to it."

And what better time to launch this ideal than at Christmas?

Reprints of the editorial at nominal cost:  
Up to 100, 10c each; 200-500, 5c each; 1000-3000, 2½c each; 5000 or over, 1½c each.



# news X-Ray

USMC leasing terms still indefinite—revision in works. . . . AFL Meat Cutters determined to go through with Leather Union merger. . . . Russia's livestock supply at bottom.



**Here's the latest on USMC sales and leasing rates.** Technical Committee of National Shoe Manufacturers Association along with representatives of New England Shoe and Leather Association met last week with United officials to talk over situation. Now comes report that USMC is definitely preparing revisions of plan proposed for terminating Form A leases.

**Revisions will be announced shortly,** probably before Court gets chance to act upon terms. Question remains whether Government's Anti-Trust Division will go along with United's terms or intervene with Court. Last week, Asst. Atty. Gen. Stanley N. Barnes told LEATHER AND SHOES that government is studying USMC terms, may ask shoe manufacturers for opinions. (See L&S, Dec. 18.)

**Meantime,** National Shoe Manufacturers Association is holding series of regional meetings with shoe manufacturers, reviewing United's new terms. Under Court decree, if manufacturers feel new terms make it "substantially more advantageous" to lease rather than buy machines.



**Will AFL Meat Cutters and Butcher Workmen** allow International Fur and Leather Workers Locals to keep combined \$8 million in funds after unions merge? Probably yes but only if it first approves what Locals can do with these funds.

**Meat Cutters are determined to go along with merger** despite out-and-out protests of National AFL Executive Council. Latter makes no bones about it in pointing out that IFLWU leadership has been under Communist Party thumb for years.

**Here are merger terms imposed upon IFLWU by Meat Cutters.** Union must de-Communistize itself. All officers, organizers, business agents, managers and other administrative and staff employees must file non-Communist affidavits. Union must be dissolved as international group, its executive board disband, turn over treasury of over \$1 million to Meat Cutters.

**All IFLWU locals and joint councils** to function under direct supervision of Meat Cutter's executive board, become part of new department inside AFL union. Also, IFLWU must stop publishing own newspaper, will have no funds available to support Communist causes. Finally, Meat Cutters will have right without trial or stated cause to expel IFLWU anytime within next five years. This makes next half decade a trial probationary period, supposedly safeguards Meat Cutters against IFLWU slipping back into Red toils.

**Crowning blow** for old-guard IFLWU is barring of Ben Gold, long-time former president, from holding any office, paid or unpaid, in merged union. Abe Feinglass, Gold's successor, will head up new AFL division.

**What happens on Local 21 front in Peabody is still anybody's guess.** Officials still determined to "secede" some 3,500 leather workers in area into CIO. However, some workers still favor going along with AFL merger, resent Local official's action in taking over reins, making commitments without consulting membership.



**Russia's livestock problem reportedly worsening.** This is fact uncovered only since Stalin's death. While Soviet Dictator was alive, officials apparently feared to tell him truth about conditions over country. One such condition was considerable "disappearance" of cattle and other livestock for not unmysterious reasons.

**Malenkov has now made inventory of Russian industry and resources,** found Stalin's statistics far from actual truth. This holds for almost everything. Country is almost desperately low on livestock — which means that publicly-announced figures on shoe production may have been padded. Last confirmed figures were about 200 million pairs output in 1950 with supposed advances made each year since.



# LEATHER AND SHOES



*The Magazine for Executives*

## **ALL'S WELL THAT ENDS—**

### **Tanners' Council Estimates 1954 Shoe Production At 521 Million Pairs**

**Late Months' Surge, Census Bureau Revisions  
Bring Year's Total Well Above Half Billion Mark**

A combination of revived production over the nation's shoe factories during the second half of the year plus recently-instituted revisions in Government production figures has served to push 1954 shoe output some 21 million pairs over the 500 million mark, the Tanners' Council estimated this week.

The Council reached its total for the year after placing Nov. shoe output at 41.5 million pairs and Dec. production at approximately 42 million pairs. This would bring 1954 totals to 521,701,000 pairs or only 1.9 percent below the revised total of 532,031,000 pairs.

Results are expected to prove highly encouraging to the entire shoe industry which during the first half of 1954 experienced one of its slowest periods in years. The upswing to more normal production began late in July and has continued without radical interruption through this month.

Estimated production figures for the entire year are now in line with latest reports on retail shoe sales. Independent retailers are currently running some three percent ahead of last year's volume while the chains are averaging about one percent higher.

Indications are that this revived production rate will continue through the first quarter of 1955 and very probably through the first half.

The Council said Nov. output represents a gain of 16.7 percent over Nov. 1953 when some 35.6 million pairs were reported. The Census

Bureau's latest monthly report, issued this week, placed Nov. output tentatively at 41.7 million pairs or 17 percent higher than Nov. 1953. Dec. 1954 output is estimated at 4.1 percent above Dec. a year ago.

Production for the first five months of this year was 8.6 percent less than corresponding 1953 output. Since that time, the gap has gradually been closed until it now stands at 1.9 percent.

The Council pointed out that the situation overall has been mixed with some types of shoes running well ahead of 1953 and others showing fairly sharp declines. Eleven months' figures show only two of the major categories running above last year's output — women's and boys' shoes. All others fell below a year ago with sharpest declines in house slippers.

Over the past five years, civilian shoe output has averaged about 511 million pairs per year. In terms of U. S. civilian population during 1950-1954, this averages a per capita production of 3.319 pairs.

During the period there were three years when per capita output exceeded this figure and two when it fell below. Average in 1954 was 3.264 pairs.

Based on this, if per capita production in 1955 holds at the five-year average of 3.319 pairs, civilian shoe production should reach 537.7 million pairs and total shoe production, including three million for military use, should exceed 540 million pairs — a new all-time record.

## **POSSIBLE DISASTER**

### **Slipper Men, Tanners Protest Tariff Cut**

U. S. tariff negotiators are preparing reports today on tariff-cutting talks coming up, after leather and slipper manufacturers warned that further cuts could be disastrous.

The hearings in Dec. before both the U. S. Tariff Commission and the Committee for Reciprocity Information, are a prelude to talks in Geneva in Feb. between officials of the United States and Japan, basically. Some other countries may enter the talks.

During the hearings, William Sheskey of the National Shoe Manufacturers Association, said leather slippers imports came to 1,520,247 pairs during 1953. This compared with 53,000 pairs as an annual average from 1937 to 1939.

Sheskey pointed out that in the earlier period, the duty on leather slippers was 20 percent, but was dropped to 10 percent in 1943.

"This is clear indication," he said, "that a further reduction in tariffs at the present time would lead to an increase in the imports of leather slippers."

**The Tanners' Council**, meanwhile, objected to any cuts in the duty on upper leather. "Country after country abroad maintains discrimination, restrictions, embargoes, and controls both in raw material and finished leather," the council said.

"Such restrictions and artificial controls violate the spirit of trade treaties; they reduce tariff negotiations and concessions to an absurd mockery and enhance the monopolistic and cartel controls and profit abroad at the expense of consumers."

A number of other associations connected with the leather and leather products fields also testified.

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## **ANOTHER IMPASSE?**

### **Brotherhood Asks 5%; Brockton Mfrs. Say No**

Brockton shoe workers, acting upon the example of union workers throughout the rest of Massachusetts, have set a five percent pay increase as their goal in new contract demands.

The Brotherhood of Shoe and Allied Craftsmen, which represents some 3,500 workers in the Brockton area, has informed the Associated Shoe Industries that it also wants eight paid holidays, an increase in the minimum rate from 94½ cents to \$1.05 per hour; changes in computing vacation pay from two percent and four percent of yearly pay to three and six percent; and full coverage on sickness, accident and death benefits.

The current contract with Brockton shoe manufacturers runs until Dec. 31 as does the contracts of United Shoe Workers of America, CIO, in the Massachusetts area. No mention has been made by BSA president John Jankowski or other union officers of a possible strike if a settlement is not reached before the expiration date.

At the same time, Walter T. Spicer, executive secretary of the Associated Shoe Industries, said manufacturers have countered with an offer to continue the present wage scale and add new benefits. Spicer said the adoption of ASI terms would make possible a greater number of working hours in the area and help check the decline of shoe manufacturing activities in the Brockton area.

No new negotiating date has been named as yet although both sides have indicated a willingness to meet again.

### **Pattern Association To Run Shoe Design Contest**

The National Shoe Pattern Manufacturers Association is completing plans to conduct a shoe design contest among art school students in the spring of 1955. Shoe designs will for the first year be restricted to women's shoes.

Tentative plans are to offer prizes totaling \$100, with \$50 as first prize, \$30 as second, \$20 as third, with five honorable mentions. Prizes will be awarded on the basis of the best new style of women's shoe, utilizing any height heel.

Awards will be announced next May, and the contest, according to present plans, will be judged by two fashion authorities plus the president of the Pattern Association, Joseph W. McGee.

For the coming year the students of two eastern art schools—one in Boston and one in New York—will be the only ones eligible to enter the contest. The association states that it wishes to inaugurate its plan on a moderate basis, and will later expand the program nationally, possibly to include all art schools desiring to compete in the contest.

The Association has been considering conducting such a contest for more than a year. At its meeting last August final decision to run the contest was approved.

## **NOT COMPETITIVE**

### **Fashion Academy Award Hit By Government**

The Fashion Academy of New York City has agreed to an order of the Federal Trade Commission forbidding representation that the Academy's gold medal award is given products on a competitive basis for outstanding design. Ann H. Hartman was named as owner and operator of the Academy.

The order resulted from a Commission complaint last March charging the Fashion Academy made awards after claiming that selections had been judged by "impartial qualified" experts in the various fields of fashion design.

Actually, the complaint stated, contests were not conducted for a representative number of contestants. It claimed selections were made by Miss Hartman and others in her organization and that recipients of the award made contributions to a fund benefiting Miss Hartman.

### **Medal Of Merit Awarded Charles F. Johnson, Jr.**

The National Hide Association has announced the award of the medal of merit to Charles F. Johnson, Jr., president of Endicott-Johnson Corp.

The association said "the principal reason" for the award was the "humanitarian program" of E-J. The association cited the company's medical, housing and retirement programs.

NHA also noted that Mr. Johnson has figured prominently in the development of a new type of shoe, called the "Guide Step" shoe. The story of this shoe was first reported in L&S two years ago.

The shoe may have a "revolutionary effect" not only on footwear but also on "shoemaking in general and the shoe industry as a whole," the association declared.

The Association awards its medal for merit annually to the person or firm which has performed "the greatest service to the shoe and leather industry." The medal will be presented to Mr. Johnson in June during the association's natural convention at French Lick, Ind.

From The Staff Of  
Leather And Shoes  
To You:

**A Joyful Christmas  
and  
Prosperous New Year**

Elmer J. Rumpf  
William A. Rossi  
Irving B. Roberts  
Kay Sleater  
Fred G. Moynahan  
Cardwell E. Belding  
Laura C. Bedford  
Rosalie Berberian  
James Malone  
William N. Scanlan  
Joseph Huttlinger  
Leroy Rumpf  
Al Hadlund  
Ernie Holzworth  
Joseph Schulte  
Robert Bardon  
Dorothy Novak  
June Mason

## Brown Net Rises

Net income of Brown Shoe Co., St. Louis, for the year ended Oct. 31, 1954, amounted to \$4,844,008 after taxes, in increase of \$997,277 over net income after taxes of \$3,847,731 reported in the previous fiscal year.

This was equal to \$6.98 per share on 693,461 shares outstanding this year as compared with \$5.72 per share of 673,211 share outstanding a year ago this time.

The company's net sales for its 76th year amounted to \$138,931,692, a decrease of 1.2 percent below net sales of \$140,656,093 reported a year ago.

Dividends distributed to stockholders during the fiscal year amounted to \$3.60 a share on the common stock. Ratio of current assets to current liabilities is 5.28 to one.

The report, signed by James A. Bush, chairman of the board, and Clark R. Gamble, president, noted that the company's new factory now being built at Booneville, Miss., is expected to be ready for operation in April 1955. The company will manufacture a type of shoes "not previously made" at this plant. The new Piedmont, Mo., plant is already in operation.

Acquisition of Regal Shoe Co. this year will enable Brown to expand in the men's shoe field "to a much greater degree" than possible in the past.

## Kivie Kaplan Re-Elected Pres. Of 210 Associates

Kivie Kaplan, president of Colonial Tanning Co., has been re-elected president of The 210 Associates, philanthropic non-profit agency for the leather and shoe trades.

At the group's 15th annual meeting, held Dec. 22 at the Boston Club, Boston, George Shapiro of Gold Seal Rubber Corp. was elected treasurer. He succeeds Abe W. Berkowitz of Bourque Shoe Co., who has retired after 13 years as treasurer and two years as first president.

Vice Presidents: Albert D. Aronson, American Girl Shoe Co.; Urban J. Dacier, Brown Co.; Herbert C. Lee, A. S. Beck Shoe Co.; Paul MacBride, Milford Shoe Co.; Fred N. Phillips, Jr., Phillips-Premier Corp. Assistant Treasurer: Mortimer Weiss, Cooney-Weiss Fabric Corp. Secretary: J. William Nicolls, Jr., Day Gormley Leather Co.

Directors: Walter Arnold, John Foote Shoe Co.; Edwin M. Kassel,

Gold Seal Rubber Corp.; Paul Kleven, Klev-Bro. Shoe Co.; John R. Norton, United Shoe Machinery Corp.; Joseph Porter, Porter Shoe Co.; William Scheft, H. Scheft & Co.; Herbert H. Schiff, Shoe Corp. of America; Gene Frenzel, Berland Shoe Stores; Harry Bass, General Shoe Corp.; Harold Berk, Bourque Shoe Co.

Burt Wilner, Wilner Wood Prod-

ucts; Abraham Isenberg, Consolidated National Shoe Co.; Irwin Katz, Hubbard Shoe Co.; Robert Lehner, Lynn Innersole Co.; Saul Nectow, A. C. Lawrence Leather Co.; Charles Slosberg, Green Shoe Mfg. Co.; and Charles Sweeney, Kelley & Sweeney Leather Co.

Robert C. Erb of J. F. McElwain Company was elected to the Trustee for Permanent Fund.

## COMPARATIVE LEATHER PRODUCTION FIGURES

(Corrected for Dec. 1953)

| CATTLEHIDE LEATHERS |                    |       |       | (In 1,000 hides)    |                  |                  |            |             |  |
|---------------------|--------------------|-------|-------|---------------------|------------------|------------------|------------|-------------|--|
|                     | Total Cattle Hides | Sole  | Upper | Belting, Mechanical | Harness Saddlery | Bag, Case, Strap | Upholstery | All Others* |  |
| 1939                | 22095              | 7833  | 12124 | 531                 | 477              | 387              | 510        | 233         |  |
| 1940                | 21070              | 7032  | 11582 | 675                 | 524              | 382              | 601        | 272         |  |
| 1941                | 28121              | 9080  | 15600 | 1064                | 650              | 581              | 699        | 448         |  |
| 1942                | 30828              | 10432 | 15598 | 1213                | 637              | 936              | 386        | 1625        |  |
| 1943                | 25656              | 8290  | 13073 | 1292                | 632              | 800              | 231        | 1338        |  |
| 1944                | 26152              | 8420  | 13002 | 1439                | 613              | 629              | 232        | 1818        |  |
| 1945                | 27566              | 8525  | 14567 | 1324                | 556              | 572              | 272        | 1750        |  |
| 1946                | 26905              | 8510  | 14057 | 1158                | 510              | 827              | 378        | 1465        |  |
| 1947                | 28824              | 8924  | 15529 | 1134                | 440              | 813              | 329        | 1455        |  |
| 1948                | 26070              | 8016  | 14213 | 1004                | 270              | 760              | 594        | 1213        |  |
| 1949                | 23332              | 6384  | 13753 | 759                 | 227              | 674              | 461        | 1074        |  |
| 1950                | 24391              | 6127  | 15377 | 789                 | 218              | 813              | 689        | 1312        |  |
| 1951                | 22703              | 5414  | 14054 | 984                 | 284              | 673              | 632        | 728         |  |
| 1952                | 22663              | 5150  | 14508 | 618                 | 232              | 692              | 637        | 826         |  |
| 1953                | 24070              | 5432  | 14924 | 727                 | 252              | 826              | 715        | 1194        |  |
| 1954—               |                    |       |       |                     |                  |                  |            |             |  |
| Jan.                | 1953               | 436   | 1250  | 42                  | 16               | 59               | 59         | 91          |  |
| Feb.                | 2015               | 463   | 1270  | 53                  | 16               | 55               | 65         | 93          |  |
| Mar.                | 2117               | 491   | 1323  | 63                  | 19               | 62               | 58         | 101         |  |
| April               | 2039               | 470   | 1280  | 50                  | 19               | 59               | 58         | 103         |  |
| May                 | 2016               | 476   | 1255  | 48                  | 18               | 50               | 62         | 107         |  |
| June                | 2038               | 505   | 1258  | 43                  | 17               | 58               | 45         | 112         |  |
| July                | 1643               | 339   | 1065  | 36                  | 18               | 54               | 43         | 88          |  |
| Aug.                | 2010               | 474   | 1249  | 44                  | 18               | 67               | 57         | 101         |  |
| Sept.               | 1959               | 426   | 1254  | 46                  | 16               | 69               | 58         | 90          |  |

\*Data from 1942 forward not directly comparable with previous data.

## CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS

(In 1,000 hides)

|       |           |           |                   | Sheep Leathers |       |             |            |  |  |
|-------|-----------|-----------|-------------------|----------------|-------|-------------|------------|--|--|
|       | Calf, Kip | Goat, Kid | Total Sheep, Lamb | Glove, Garment | Shoe  | Shear-lings | All Others |  |  |
| 1939  | 14027     | 40419     | 38914             | 18420          | 11604 | 2563        | 6327       |  |  |
| 1940  | 11387     | 37697     | 37920             | 17725          | 9966  | 3322        | 6907       |  |  |
| 1941  | 13098     | 45373     | 51915             | 22542          | 14166 | 5779        | 9428       |  |  |
| 1942  | 12264     | 41127     | 53629             | 19459          | 14983 | 9596        | 9591       |  |  |
| 1943  | 11112     | 37351     | 59315             | 20415          | 15474 | 11210       | 12216      |  |  |
| 1944  | 10930     | 34653     | 53976             | 20370          | 15040 | 6690        | 11876      |  |  |
| 1945  | 11636     | 24026     | 52450             | 17294          | 17153 | 6508        | 11495      |  |  |
| 1946  | 10836     | 24123     | 47999             | 15781          | 13349 | 9923        | 8918       |  |  |
| 1947  | 12471     | 37188     | 36535             | 11265          | 12498 | 5409        | 7363       |  |  |
| 1948  | 10480     | 37970     | 33492             | 10419          | 11392 | 4993        | 6688       |  |  |
| 1949  | 10173     | 34774     | 28644             | 8411           | 9998  | 4498        | 5737       |  |  |
| 1950  | 10661     | 37159     | 31501             | 9750           | 10708 | 5322        | 6091       |  |  |
| 1951  | 7955      | 31111     | 24504             | 7108           | 8548  | 3074        | 5774       |  |  |
| 1952  | 9971      | 30472     | 27936             | 10142          | 9144  | 3558        | 5092       |  |  |
| 1953  | 9958      | 3214      | 28264             | 11916          | 8441  | 3005        | 4902       |  |  |
| 1954— |           |           |                   |                |       |             |            |  |  |
| Jan.  | 801       | 2262      | 1648              | 655            | 594   | 102         | 297        |  |  |
| Feb.  | 791       | 2330      | 1854              | 734            | 656   | 136         | 328        |  |  |
| Mar.  | 762       | 2732      | 2219              | 916            | 749   | 160         | 394        |  |  |
| April | 712       | 2149      | 2001              | 919            | 557   | 162         | 363        |  |  |
| May   | 706       | 2124      | 2172              | 992            | 687   | 178         | 315        |  |  |
| June  | 751       | 2477      | 2141              | 944            | 655   | 185         | 347        |  |  |
| July  | 634       | 2078      | 1613              | 696            | 476   | 186         | 255        |  |  |
| Aug.  | 783       | 2121      | 2320              | 1009           | 738   | 210         | 363        |  |  |
| Sept. | 728       | 1920      | 2041              | 914            | 570   | 164         | 393        |  |  |

## **STRAIGHT PURCHASE**

### **France Has \$429,000 To Buy U.S. Cattlehides**

The French Government has allocated up to 150 million francs, about \$429,000, for the purchase of U. S. cattlehides, it was learned this week.

The allocation will be available until June 30, 1955. It would buy about 400,000 to 500,000 U. S. cattlehides intended for French shoe manufacturers and others.

The Leather Control Authority in the Ministry of Industry and Commerce disclosed the action.

The French consuming industry requested the allocation to avoid additional costs of importing hides of American origin through OEEC countries. If the demands of the industries appear within the allocation the effect will be to put this trade on a virtually free basis, it is said.

If the demands exceed the allocation, the government plans to issue quotas to importers.

### **A. C. Lawrence Promotes Two**

A. C. Lawrence Leather Co. has announced the following two appointments: Webster P. Jackson has been appointed hide buyer for the Side Leather Division and A. M. Ternes has been placed in charge of the newly-created Shoe Side Upper Leather Department.

Jackson joined the company in Sept. 1946 and has had wide experience in the hide buying, sales and production departments. Since June 1953 he has been assisting in buying of all hides and kipskins for the Side Leather Division.

Ternes was formerly in charge of the Hide Buying Department. The new Shoe Side Upper Leather Department was established to expedite and control orders, due to the many more types and colors developed in recent years.

### **Chicago Association Sets January 13 For Affair**

The entertainment committee of the Hide & Leather Association of Chicago has announced that the

group's big affair has been scheduled tentatively for the night of January 13. The affair will take the place of the Association's postponed annual party of last Oct.

The event will include a steak dinner, free drinks and a big floor show afterwards. Members in good standing will each receive one free ticket. Guests may be invited at \$10 per ticket.

Details on time and place will be announced shortly. The Jan. 13th date has been selected to accommodate out-of-towners visiting the area for the Milwaukee Tanning Symposium on Jan. 15.

### **Perley Flint Honored**

Employees of Field & Flint Shoe Co., Brockton men's shoe manufacturer, honored President Perley G. Flint, Dec. 17, on the occasion of his 60th year with the firm. Flint was given a lighting system for his golf course at Monument Beach.

The party was given by the company's 295 employees at the Club National in Brockton. Each employee was personally given a present by Mr. Flint. Head table guests included Rocky Marciano, heavyweight boxing champ, Mayor Lucey of Brockton, and officials of Field & Flint and other firms.

# **CHEMBARK**

## **The Leading Vegetable Retan Extracts for Chrome Tanned Leathers**

Roundness  
Fullness  
Cutting value



DEVELOPMENT AND INTRODUCTION OF  
BETTER **CHEM**ICALS FOR **TAN**NING



## Lowell Tech's Leather School— New Vistas For The Tanning Industry

Engineering Approach To Student Training,  
Product Development, Offers Unique Benefits

One of the leather industry's perpetual problems is to keep pace with technological advances made in other related or competing industries. To do so, it must attract—and produce—a constantly expanding number of bright young men who can help modern tanneries find the right answers even before they are needed. Lowell Technological Institute's Leather Engineering Department may well become the tanner's "white hope" in his search for technological supremacy.

In actual operation a little over four years, Lowell Tech's leather school has necessarily trod a cautious path, feeling out tanners' needs, then adapting its curricula to cover them. Its initial class of six graduated last June. Several more will graduate with its second class in June 1956. Its laboratories and classrooms, opened in Sept. 1952 with the new Paper and Leather Engineering Building, are still in process of setting up basic machinery.

Despite its infancy, the school has made rapid strides towards its professed goal—the training of well-equipped young leather engineers along with the establishing of a research laboratory where tanners may work out individual problems, test new products. Today, it not only has 18 budding leather engineers enrolled in its classes but for the third consecutive year is giving an advanced course to foremen of one of the country's top tanneries, has interested other tanners in the idea, and is fast becoming a sort of information center for the industry.

Heading the leather department is Prof. Albert E. Chouinard, who came to Lowell Tech in 1949 after four years in product testing and sales engineering with Graton & Knight Co. of Worcester. The rest of the staff is composed of Asst. Prof. Louis W. Stearns, outstanding chemist, and G. Arthur Brown, formerly of Pratt Institute's late Department of Leather and Tanning Technology.

Students of Lowell Tech's Leather

Engineering Department have what amounts to an experimental tannery at their disposal. In addition to the expected laboratories and the usual theoretical training, each student is given many opportunities at the School's Pilot Plant to tan various types of leather, study all phases of the tanning operation and cycle under actual tannery operating conditions.

Lowell Tech's Pilot Tannery is undoubtedly the most complete of its kind, including miniature vats, drums, paddles, the last word in drying ovens, glass and porcelain pasting units and a toggle unit, all run on an overhead conveyor. This plus the department's regular laboratories, regular tannery machines and specialized equipment for testing and analyzing.

First two years of the course are devoted primarily to preparation, covering a variety of engineering and chemistry subjects plus a "taste" of the liberal arts which Dr. Chouinard feels are too often neglected in train-

ing the scientist. Not until his last two years does Tech's leather student get the combination of theoretical and practical tanning courses for which he contracts.

The latter include studies of the various phases of leather manufacture—selection of hides and skins, handling of raw stock at the tannery, and the different types of tanning—and leather histology—study of the structures of animal skins and the changes they undergo in the tanning process.

By the time he is ready for his diploma, the Lowell Tech leather engineering grad will have reached a point where he is equipped to delve into new product development, improve older products as well as handle all regular tannery operations. As such, his value to the tanning industry will lie in his ability to help develop a potential for the future while insuring top quality and efficiency in production for today.

Three years ago last Sept. Dr. Chouinard launched a two-year program of lectures for foremen at the Peabody plant of A. C. Lawrence Leather Co. The lectures, devoted to principles of tanning and finishing technology, went beyond the two years. A second group of Lawrence foremen are now enrolled in the lectures while the first comes to Lowell Tech once a week to work on product development.

"The original idea," says Dr. Chouinard, "was to equip the fore-



JUST LIKE IN THE TANNERY

Dr. Chouinard, extreme left, points out tanning paddles in Lowell Tech's Pilot Plant to representatives of French shoe industry. Second from right is Joseph Goyette of Lynn, currently serving as official U. S. Government adviser to foreign shoe industries.





#### ANALYZING MOISTURE CONTENT

Leather engineering student sets controls on Brabender semi-automatic moisture oven. Machine dries out leather samples, enables student to determine moisture content at any stage of drying. On right, G. Arthur Brown oversees test.

man to work with technical men in the plant. We felt that once the foreman was exposed to tanning theory, he would be more understanding of the function of the so-called theorist in the tannery. It worked out a lot better than we hoped. It was the foremen themselves who asked that the course be extended into the lab where they could work on problems arising in their own departments."

**So successful** were the lectures that the New England Tanners' Production Club has arranged to have Dr. Chouinard deliver them to foremen from other tanneries in the area. The lectures are now given weekly evenings at Peabody High School.

Still another service of Lowell Tech is its Research Foundation authorized by the State Legislature to conduct research, development and consulting programs with interested agencies or firms. Work here is done principally by the Tech staff in the Institute's fully-equipped laboratories where almost any manufacturing operation can be successfully simulated. The Foundation also serves as an impartial tester of new products.

This coming summer, Dr. Chouinard expects to enlarge Tech's scope further by giving highly concentrated leather engineering courses (one to three weeks) to promising recruits from tanneries over the country. Recruiters will be the three

tanners' production clubs—Wisconsin, Delaware Valley and New England. The courses, it is hoped, will fill a void left by the recent closing of Pratt Institute's School of Leather and Tanning Technology.

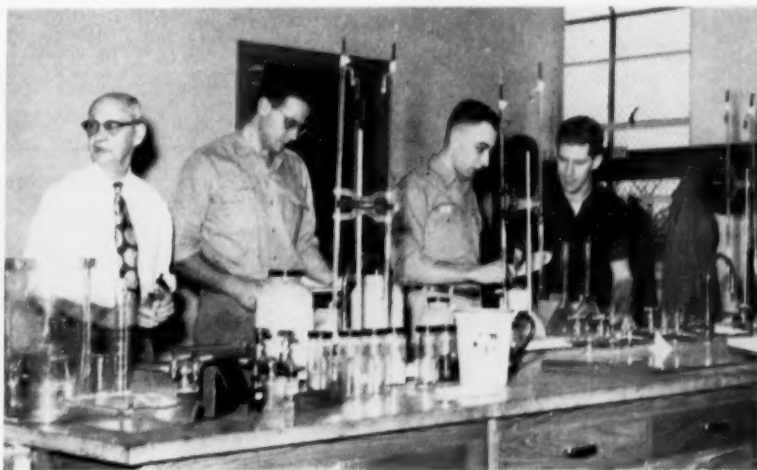
The concentrated courses will be given each summer thereafter with the three tanners' clubs and in individual plants supplying the students. Emphasis will be placed upon rounding out the student's grasp of tannery problems but there will also be ample opportunity for each man

to work out individual problems in the Pilot Tannery. In addition, students will be able to select the type of specialized training they desire, such as laboratory techniques, finishing, fat liquoring or a wide variety of other subjects.

Tech's regular leather engineering undergrads come directly from high school. This is one of the reasons why Chouinard insists upon a course or two in the social sciences. Another is that he feels all science and no arts make a dull scientist.

Still another Tech goal is to build up a department for graduate students—college grads seeking specialized training in some phase of tanning. Tech's first grad student is young Bob Katz, son of Solomon Katz of Superior Tanning Co. in Chicago. A graduate of Yale University, class of 1953, Bob Katz came to Lowell for a year's specialized training in the science of tanning before entering his father's tannery. As Tech's fame spreads, other tanners' sons may be expected to do the same.

Like the Masons, it's said of Lowell Tech's graduates that you can go anywhere in the world and find one. Whether it be China, India or even the African jungle, you're apt to run across a Tech-trained man. Until now, they've come from over the seas to attend the school's famed textile or plastics courses. Dr. Chouinard is sure it won't be too long before Tech-trained leather engineers are making the school's influence felt around the world.



#### IN THE LABORATORY

G. Arthur Brown, left, supervises group of students in laboratory. Leather engineering course gives students full opportunity to study all phases of leather manufacturing.



#### TESTIMONIAL TO A FRIEND

Frank J. Schell was honored by a group of shoe industry friends at a testimonial dinner at the Drake Hotel, Chicago, last week. Schell, who was Supervisor of Shoes for Sears, Roebuck and Co., has now been made Mail Order Merchandise Manager of that company. Above Schell is presented a testimonial scroll by H. O. Toor of H. Jacob & Sons, Inc., Hanover, Pa., who acted as toastmaster. In center is Mrs. Schell.

#### Hide Group To Honor Past Presidents Next June

Nine past presidents of the National Hide Association, all living, will be honored at the Past Presidents' Luncheon on Monday, June 13, 1955 during the two-day convention of the Association at French Lick, Ind. They will occupy the head table during the luncheon and appropriate remarks will be made by Leslie M. Lyon of M. Lyon & Co., Kansas City, Mo., the first president of NHA and one of its founders.

A group picture of the past presidents will be taken as well as individual photos to be framed and hung

on the walls of the national office of NHA at 130 N. Wells Street, Chicago, Ill.

Each of the nine past presidents and the current president of the Association, in the order they served, follow

|         |  |
|---------|--|
| 1945    | Leslie M. Lyon                         |
| 1946    | Jack Weiller                           |
| 1947    | Samuel H. Hodges                       |
| 1948    | Frank E. Brown, Jr.                    |
| 1949    | Charles J. Wenzel                      |
| 1950    | A. B. Reed                             |
| 1951    | D. O. Kibler                           |
| 1952    | Abe Drasin                             |
| 1953-54 | Nick Beucher                           |
| 1955    | Irving Ellman<br>(currently in office) |

#### Don't Miss It!

LEATHER AND SHOES' "FORECAST FOR '55"—the annual poll of over 3,000 shoe and leather industry executives. The outlook for sales, prices, costs, profits, inventories and other valuable information as a guide source of industry thinking and plans for 1955. In next week's issue—December 31.



#### A GENUINE Naturally Beautiful SMOOTH CALF LEATHER

Expertly tanned by specialists in the art of leather manufacture down through the years. CARR smooth calf is the choice of shoe style creators and manufacturers from coast to coast.

For beauty of grain and tannage, for mellowness and feel, for uniformity of color and finish, for economy of cutting, AND for distinctive character, it leaves nothing to be desired.

CARR smooth calf is available in colors and black, in full and slightly corrected grains.

#### CARR LEATHER COMPANY

SALES OFFICE: 183 ESSEX STREET, BOSTON, MASS.

#### SOARING HIGH

### November Shoe Output Gains 17% Over '53

The late year upsurge in 1954 shoe production continued during Nov. when manufacturers turned out a total of 41.7 million pairs, fully 17 percent higher than the 35.6 million pairs produced in Nov. a year ago, the Census Bureau reports.

Men's dress shoe production in November of 6.0 million pairs showed an increase of 14 percent over the level of Nov. of last year, and was 2 percent below the 6.1 million pairs made in Oct. 1954.

Women's dress and work shoe production this month amounting to 12.2 million pairs represented an increase of 25 percent over the 9.7 million pairs made in Nov. 1953, but eight percent less than the number made in Oct. 1954.

The output of all other footwear in Nov. was 14 percent higher than the number made in Nov. 1953, but showed no change from the level of last month.

#### Deaths

(Other Deaths on Page 30)

**Frank Farnum** . . . prominent shoe executive, died Dec. 21 at his winter home in Brockton, Mass., following a long illness. One of the industry's more active manufacturers for many years, Farnum joined Churchill & Alden early in his career and became president in 1915. A little later, he took over control of the firm. He was active for many years in the National Shoe Manufacturers Association as a vice president, director, and delegate to the National Chamber of Commerce. During World War I he received a Government citation for his manufacture of military equipment. He was an active Mason, a director of various organizations and extremely active in Brockton affairs. Surviving are a son, Sayward H., two daughters, Mrs. John W. Tarbell and Mrs. Francis Curley; and two brothers.

**George E. Gove** . . . 77, retired shoe foreman, of Middleboro, Mass. Prominent in civic and social circles, he was foreman of stitching room at the Geo. E. Keith Co. until his retirement. Besides his wife, Delena (McLeod), he is survived by two sons, George E. Jr., and Frederick B. of Middleboro, and a sister.

## LEATHER MARKET REPORT

# Quicker Deliveries Asked Against Longstanding Orders

Sides, Kips, Women's Weight Calf, Sheep Sold Well Ahead  
Firm Hide And Skin Markets Keep Leather Prices Steady

**In New York.** New orders on leather are not numerous according to reports, mostly fill-in orders. A lot of leather is still to be delivered on old orders.

Some price pressure but general level on large spread elk seems to be at 36c and down. Other wanted leather lists from 42-40c and down and some 50-52c and down, grains, aniline finish, etc. The volume leather is mostly elk in the 4 to 5 ounce weights.

In patent, metallic colors like gun metal continue popular but black patent is not neglected. The foreign trade is almost 100% black. In calfskins there is a good demand for women's weight smooth and for suede. In the smooth leather, specialties like glove tannage and aniline finishes are what is wanted. Prices on the smooth start at \$1.05 and down and on the suede at \$1.12½-1.15 and down. Volume tannages of women's weight smooth leather around 85c and down and suede around 95c and down.

Kid leather tanners report increased business here. Most prices start at 45c and down. However, while glazed is a good article, suede kid is far from neglected.

Trading slow in sole leather ever since about a month back when there was considerable buying of bends and offal. Good tannery run 9/10 iron bends cannot be bought under 46-48c and middle weights good at 50-52c. Light weight bends quoted from 56-61c.

While there are reports of bellies selling at 24c, others say they can get 25c for tannery run bellies and others report obtaining 26c for good steer bellies. Rough double shoulders steady and most tanners well sold due to the good men's waist belt trade. Volume prices on double rough shoulders range from 40-44c as to weight.

**Sole Leathers mixed.** Very best light bends in moderate demand bring up to a high of 63c, more often about 61c and down. A few 8-9 iron bends bring up to about 55c while most bring 53c and down. In 9-10 iron bends there is a stronger tone with up to about 49c asked for the best. Around 46c and down finds others. Best 10 iron and up leather quoted at a high of 47c and an average of about 45c and down.

## Prices and Trends of Leather

| KIND OF LEATHER               | THIS<br>WEEK | MONTH<br>AGO | YEAR<br>AGO | 1953<br>HIGH |
|-------------------------------|--------------|--------------|-------------|--------------|
| CALF (Men's HM) .....         | 58-99        | 58-99        | 73-1.06     | 95-1.20      |
| CALF (Women's) .....          | 53-93        | 53-93        | 58-98       | 80-1.03      |
| CALF SUEDE .....              | 70-1.00      | 70-1.00      | 60-1.00     | 85-1.10      |
| KID (Black Glazed) .....      | 55-90        | 55-90        | 55-90       | 75-90        |
| KID SUEDE .....               | 40-90        | 40-90        | 48-91       | 80-96        |
| PATENT (Extreme) .....        | 46-56        | 46-56        | 51-58       | 60-64        |
| SHEEP (Russet Linings) .....  | 15-23        | 15-23        | 15-25       | 18-32        |
| KIPS (Combination) .....      | 45-50        | 45-50        | 50-54       | 64-68        |
| EXTREMES (Combination) ...    | 43-48        | 43-48        | 44-50       | 56-59        |
| WORK ELK (Corrected) .....    | 31-35        | 31-35        | 36-40       | 38-45        |
| SOLE (Light Bends) .....      | 61-63        | 60-63        | 65-68       | 68-72        |
| BELLIES .....                 | 24-26        | 25-27        | 26-29       | 26-28        |
| SHOULDERS (Dbl. Rgh.) .....   | 42-46        | 42-46        | 48-51       | 51-56        |
| SPLITS (Lt. Suede) .....      | 30-36        | 30-36        | 30-35       | 35-39        |
| SPLITS (Finished Linings) ... | 17-22        | 17-22        | 17-22       | 24-26        |
| WELTING (½ x ¼) .....         | 6¾           | 6¾           | 7           | 8            |
| LIGHT NATIVE COWS .....       | 12           | 12½-13       | 14-14½      | 20½          |

All prices quoted are the range on best selection of standard tannages using quality rawstock.

from the GOLDEN STATE ...

come  
**GOLDEN  
VALUES**  
in  
**GLOVE  
TANNAGE  
SIDES ...**

**CHROME  
SPLITS**

finished for  
uppers, and

**SOFT, colorful  
ANILINE  
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leather for  
dress shoes.  
Chrome tanned.

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CHICAGO · BOSTON · NEW YORK



**Sole Leather Offal steady.** Double rough shoulders keep moving and singles get more attention.

Finest bellies bring up to 27c but most bellies sell at 24-25c. Single shoulders now get a firm 36c with heads on, about 40-41c with heads off.

Double rough shoulders quoted at about 44c for TR stock. As usual, selected shoulders for specialty purposes bring several cents more and then there are lots at below 44c for various reasons.

**Calf gallops along.** Women's weights move in great volume against old orders. Medium weights having good run in handbag field. This helps relieve to some extent the slowness of these weights. In shoe field, men's top selections move easily but lower grades very slow. Reds and blues continue most wanted colors in women's weights. Many small lots of numerous other colors keep tannery production problems bothersome.

Women's small skins firm at 92c and down; regular sized skins at 87c and down. Volume tannages quote about 80c and down with 50-70c accounting for big business.

Men's weights quoted at about \$1.00 and down but pressure in-

creases for more realistic pricing. Tanners claim raw material prices dictate their levels and claim "realism" might demand a few cents more than present quotations. Grain specialties still demand a premium.

**Sheep gets better call.** Prices strong as raw material firms. Linings widely wanted.

Best boot lining russets bring 24c and down with greatest activity at 22c and down. Shoe lining russets quoted at about 22c and down with 15-19c grades widely wanted. Colored vegetable linings active at 25c and down. Chrome linings have fair to good business at 30c and down.

**Side production gratifying.** New business understandably smaller this holiday week.

Red, blue, white and black continue the most wanted women's colors. Charcoal browns and black big in men's. Soft tannages very strong with both sexes; grains good in men's.

Big sales of combination kips at about 47c and down. Some lines quoted up to about 53c. Extremes in good demand at 48c and down, most business being done at about 43c and down. Large leather brings a top of about 43c, average of about 40c and down.

At least one line of chrome kips brings 53c and down but most bring nearer 46c and down. Extremes bring 48c and down for very finest heavies, about 44c and down for others. Large chrome leather quoted at 41c and down here, several cents less by most tanners.

**Splits unchanged.** Prices steady in all but suedes, though whites getting good attention. Sampling of embossed patterns for next fall already started in small way.

Finished linings very active at 15-19c; steady moderate call at 18-22c. Suede linings bring up to 23c in most business done, all the way up to 26c for top selections of top tannages.

Outside suedes generally dull but whites getting steady call. One or two tanners specializing in whites fairly busy. Up to 44c asked for best whites, volume done at 40c and down for heavies, 36c and down for lights. Black and colored suedes slow at 38c and down to about 30c. Chrome sole splits steady.

**Glove leathers slack.** Some odd lots are moving at bargain prices but in general the leather trade is marking time until spring demand opens up.

Prices in all lines are firm and inventories light. Glove manufacturers well cleaned out of leather and gloves which makes for a healthy situation.

Raw stock prices are steady.

Garment manufacturers are showing much interest in dry-cleanable suedes. Prices quoted from 35c to 32c for the number one grade.

**Kid leather fair enough.** Tanners feel the usual slowdown this time of the year but since business wasn't really bad and black glazed in particular was excellent until a short time ago, no one is too dissatisfied. Colors have not been talked about recently.

Nothing new in black suede but this is still moving to some degree. Linings remain a good item. Nothing new reported about crushed.

Slipper leathers seem to have died completely. No price changes reported.

**Work glove surprises.** Although there is no big volume to the business being done, prices on better tannages holding steady. LM weight work glove splits continue around 12c for No. 1 grade, 11c for No. 2 grade and 10c for No. 3 grade. M weight unchanged at 13c for No. 1, 12c for No. 2 and 11c for No. 3 grade.

**Garment tricky.** Suede sheepskin garment leather in late dealings ranged 26-28c and down.

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Reports on horsehide garment leather mixed. Some sources have indicated better business of late with good tannages moving at 33-34c and choice lots up to 36c. However, on some tannages it was difficult to obtain above 32c.

**Bag, case and strap difficult.** Buyers showing interest only when leather obtainable at concessions in prices.

Case leather of 2-2½ ounce considered nominal around 41-42c and 3-3½ ounce at 42-43c. Russet strap leather leaned to the easy side, Grade A of 4/5 ounce quotable at 47-48c, 5/6 ounce at 49-50c, 6/7 ounce at 51-52c, 7/8 ounce at 53-54c, 8/9 ounce at 55-56c, 9/10 ounce 58-59c, and 10/11 ounce at 61-62c.

Prices 2-3c less for Grade B and 5-6c less for Grade C. Glazed finish brings a premium of 2c over russet and 3-4c more charged for colors.

#### Average Kid Leather Prices

Suede 32c-90c  
Crushed 35c-75c  
Slipper 25c-60c  
Linings 25c-55c  
Glazed 25c-\$1.00  
Satin Mats 69c-98c

**Belting leather drags.** Philadelphia tanners say customers only buying as they need leather. Carriers also report that the general slowing down of trade plus the "end of the year inventory" has a way of affecting sales.

However, there is a definite demand for curried belting, with sales made for delivery after the first of the year. No price changes quoted.

#### AVERAGE CURRIED LEATHER PRICES

| Curried Belting   | Best Selec. | No. 2     | No. 3     |
|---|-------------|-----------|-----------|
| Butt Benda  | 1.25-1.35   | 1.23-1.31 | 1.16-1.27 |
| Centers 12"   | 1.53-1.64   | 1.43-1.55 | 1.41-1.45 |
| Centers 24"-28"   | 1.51-1.58   | 1.41-1.52 | 1.39-1.53 |
| Centers 30"   | 1.47-1.52   | 1.37-1.47 | 1.35-1.43 |
| Wide Sides  | 1.22-1.25   | 1.18-1.21 | 1.12-1.14 |
| Narrow Sides  | 1.14-1.17   | 1.11-1.13 | 1.05-1.07 |
| Premiums to be added: Ex Light, plus 5-10c; Light, plus 7c; Heavy, minus 5-10c; Ex Heavy, minus 5c. |             |           |           |

### Tanning Materials

#### Rare Tanning Materials

|                                      |                |          |
|--------------------------------------|----------------|----------|
| Wattle Bark, ton                     | "Fair average" | \$98.00  |
| Butt Benda                           | "Merchantable" | \$94.00  |
| Myrobalans, J. I's Bombay            |                | \$43.00  |
| Sorted                               |                | \$47.50  |
| Genuines                             |                | \$53.00  |
| Crushed 42-44%                       |                | \$62.50  |
| Valonia Cups, 30-32% guaranteed      |                | \$43.00  |
| Valonia Beards, 40-42% guaranteed    |                | \$56.00  |
| Mangrove Bark, Ecuadorian            |                | \$55.00  |
| Mangrove Bark, Colombian             |                | \$58.00  |
| Mangrove Bark, 38% E. African        |                | \$67.50  |
| Divi Divi, Dom. 48% basis shp't, bag |                | \$72.00  |
| Divi Divi, Col. 42%                  |                | \$65.00  |
| Sumac, 28% leaf                      |                | \$130.00 |
| Ground                               |                | \$125.00 |

#### Tanning Extracts\*

|   |      |
|---|------|
| Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant |      |
| Tank cars   | 4.00 |

|   |          |
|---|----------|
| Barrels, c.l.   | 4.75     |
| Barrels, l.c.l.   | 5.10     |
| Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant |          |
| Bags, c.l.  | 10.32    |
| Bags, l.c.l.  | 11.02    |
| Cutch, solid Borneo, 55% tannin                             | .08½     |
| Hemlock Extract, 25% tannin, tk. cars                       |          |
| f.o.b. works  | .06½     |
| bbls. c.l.  | .06½     |
| Oak bark extract, 25% tannin, lb.                           |          |
| bbls. 6½-6¾, tks.   | .06½     |
| Quebracho Extract:  |          |
| Solid ord., guaranteed 63% tannin,                          | 11 21/32 |
| Solid, Clar., guaranteed 64% tannin, c.l.                   | 12 23/64 |
| Wattle extract, solid, c.l., East                           |          |
| African 60% tannin  | .09½     |
| Wattle extract, solid, c.l., South                          |          |
| African 60% tannin  | .10      |
| Powdered super spruce, bags, c.l.                           |          |
| .05½; l.c.l.  | .05½     |
| Spruce extract, tks., f.o.b. wks                            | .01½     |
| Myrobalan extract, solid, 55% tannin                        | .07½     |
| Myrobalan extract, solid, 50% tannin                        | .07      |
| Myrobalan extract, powdered, 60%                            | .09      |
| Valonia extract, powdered, 63%                              | .08      |
| Quebracho extract, powdered, Swedish                        |          |
| spray dried, 76-78% tannin                                  | .16½     |
| Wattle extract, powdered, Swedish, 73% tannin               | .15½     |
| Powdered Spruce, spray dried, Swedish                       | .04      |
| Myrobalan, Swedish, powdered                                |          |
| 68-70%  | .11½     |
| Oakwood, Swedish, solid, 60-62%                             | .09½     |
| Oakwood, Swedish, powdered, 64-66%                          | .10½     |

|   |          |
|---|----------|
| Larchbark, Swedish, solid, 54-56%                     | .11½     |
| Larchbark, powdered, Swedish                          |          |
| spray-dried, 58-60%                                   | .12½     |
| <b>Tanners' Oils</b>                                  |          |
| Cod Oil, Nfld., loose basis, gal.                     | .95      |
| Cod, sulphonated, pure 25% moisture                   | .13-13½  |
| Cod, sulphonated, 25% added mineral                   | .11½-12  |
| Cod, sulphonated, 50% added mineral                   | .11-11½  |
| Castor oil, No. 1 C.P. dra. l.c.l.                    | .20      |
| Sulphonated castor oil, 75%                           | .20      |
| Linseed oil, tks., f.o.b. Minn.                       | .13.5    |
| drums, c.l.   | .15      |
| Neatsfoot, 20° C.T.                                   | .28-29   |
| Neatsfoot, 30° C.T.                                   | .26-27   |
| Neatsfoot, prime drums, c.l., f.o.b. Chicago          | .18½     |
| l.c.l., f.o.b. Chicago                                | .18½-19½ |
| Neatsfoot, sulphonated, 75%                           | .18-18½  |
| Olive, denatured, dra. gal.                           | .195     |
| Waterless Moellon                                     | .14½     |
| Artificial Moellon, 25% moisture                      | .14      |
| Chamois Moellon, 25% moisture                         | .11-12   |
| Common degreas  | .10½-12  |
| Neutral degreas                                       | .23-24   |
| Sulphonated Tallow, 75%                               | .13½-14  |
| Sulphonated Tallow, 50%                               | .10½-11  |
| Sponging compound                                     | .13-14   |
| Split Oil   | .11-12   |
| Sulphonated sperm, 25% moisture                       | .19      |
| Petroleum Oils, 200 seconds visc., tks., f.o.b., gal. | .14½     |
| Petroleum Oils, 150 seconds visc., tks., f.o.b., gal. | .13½     |
| Petroleum Oils, 100 seconds visc., tks., f.o.b., gal. | .12½     |

\*Imported Extracts are plus duty.

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## HIDES AND SKINS MARKET REPORT

### Hide Prices Check Slide With Active Dealer Trading

Firming Up Comes As Most Selections Begin  
To Take On New Life, Packers Resist Downtrend

**Packer hides brace.** The downward trend of the past several weeks appears to have been checked. Some selections sold at unchanged prices while several types firmed up and advanced a half cent per pound.

Hide futures also firmed up from recent lows and this tended to bring more interest of a speculative nature into the market for spot hides. Although there was some tanner buying, it was dealer buying which brought the advance in heavy native and branded steers as well as branded cows.

Trading first reported early Tuesday when one big packer confirmed selling a total of 42,300 hides consisting of heavy native steers at 10c for rivers, 10½c for northern; branded steers at 9c for butts and 8½c for Colorados; 10,400 branded cows at 9c for rivers, 9½c for light

avg. southwesterns and 8½c for Denvers; light native cows at 12c for northern and 12½c for rivers; and heavy native cows at 10c for northern and 9½c for rivers.

Other packers soon followed, one selling 11,350, another 5,200 and a third packer late Tuesday cleared between 30,000 and 40,000 at the same prices. From all indications, it looked like big four killers would have little difficulty in cleaning up available supplies at the established prices. While dealer buying took better than half of the hides sold, there was a fair amount of tanner buying in certain selections such as heavy native steers, heavy native cows, and branded cows. Final tabulations on sales by big four packers expected to show better than 100,000 hides sold for the week.

**Dry sheepskins lag.** Volume

### HIDE FUTURES

|               | Close<br>Dec. 23 | Close<br>Dec. 16 | High<br>for week | Low<br>for Week | Net<br>Change |
|---------------|------------------|------------------|------------------|-----------------|---------------|
| January ..... | 11.49T           | 11.44B           | 11.67            | 11.39           | +05           |
| April .....   | 12.17B           | 12.15B           | 12.43            | 12.10           | +02           |
| July .....    | 12.87T           | 12.83B           | 13.10            | 12.76           | +04           |
| October ..... | 13.38B           | 13.38B           | 13.70            | 13.35           | ....          |
| January ..... | 13.83B           | 13.83B           | ....             | ....            | ....          |
| April .....   | 14.25B           | 14.25B           | ....             | ....            | ....          |

Total Sales: 443 Lots

### HIDE AND SKIN QUOTATIONS

|                         | Present | Week Ago | Month Ago | Year Ago |
|-------------------------|---------|----------|-----------|----------|
| Heavy native steers ..  | 10 -10½ | 9½-10    | 11 -11½   | 12 -12½  |
| Light native steers ..  | 12½-13  | 12 -12½N | 13 -13½   | 14 -14½  |
| Ex. light native steers | 16 -16½ | 17       | 18½-19    | 17N      |
| Heavy native cows ..    | 9½-10   | 9½-10    | 11 -11½   | 12 -12½  |
| Light native cows ...   | 12 -12½ | 11½-12   | 13        | 14½      |
| Heavy Texas steers ..   | 9       | 8½       | 10        | 10½      |
| Butt branded steers ..  | 9       | 8½       | 10        | 10½      |
| Light Texas steers ..   | 10 -10½ | 10½      | 11½-12    | 12       |
| Ex. light Texas steers  | 13 -13½ | 13½      | 14½-15    | 14½      |
| Colorado steers .....   | 8½      | 8        | 9½        | 10       |
| Branded cows .....      | 9 - 9½  | 8½- 9    | 9½-10     | 11       |
| Native bulls .....      | 8       | 8        | 8½        | 9 -10    |
| Branded bulls .....     | 7       | 7        | 7½        | 8 - 9    |
| Packer calfskins ....   | 25 -37½ | 25 -37½  | 27½-40    | 38 -45   |
| Packer kipskins ....    | 22 -23½ | 22 -23½  | 22 -23½   | 25 -29½  |

NOTE: Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.

small as most buyers still complain about asking prices. At the Australian wool sheep skin auctions, Melbourne market one to two pence lower with lambs least affected. At Sydney, 59,000 skins were offered. Sheep, bare to one inch and all lamb-skins firm while all others par to one penny and at times two pence lower.

South American markets have shown little change. Some additional sales of Cape shearlings  $\frac{1}{4}$ - $\frac{1}{2}$  inch at 17 pence per lb. c&f. Hair sheep-skins continue firm but except for interest in Brazil cabrettas and Nigerians, little call and trade due mainly to price difference of buyers and sellers.

Some Ceara "regular" cabrettas sold at \$13.75 fob. with some sellers stating that they could better this figure, if they were able to obtain offerings.

On Addis-ababa butcher skins shippers now asking 52c for Kanos, basis primes as against buyers' ideas of 50c. Cape glovers continue to sell to England at prices considerably over the ideas of buyers here.

**Pickled skins strong.** Further advances realized on New Zealand skins with both U. S. and Europe competing for the small available supplies.

Europe bought North Island lambs at 48-50 shillings and South Island lambs at 52/6 shillings, as to brands and also bought North Island sheep at 86-94 shillings, depending upon brands. U. S. buyers purchased North Island lambs at 47-51 shillings and South Island lambs at 46-52/6 shillings, as to brands.

Iranian pickled sheepskin market firmer and business at \$12-12.75 as to weights and selections. Domestic market is firmer with lambs quoted \$7.25-7.50 and sheep at \$8.50-8.75.

**Reptiles slow.** Some large buyers slow to operate as they watch their inventories. Primary markets firm and while one shipper in India has been moving skins at about 10% above last trading levels, most sellers have requested their buyers to extend credits so that they will be able to complete commitments.

Reports that wet salted Agra back and belly cut lizards as well as Calcutta oval grain lizards have advanced about 10% on latest sales. Whips generally slow. Brazil back cut tejus in the negotiations state and some quarters are of the opinion that new season skins will open up between 79-81c fob. for 20/60/20 assortment. Giboias selling at 30-32c fob.

Argentine market nominally unchanged as shippers unwilling to take on business until they have export licenses. B. A. tanners anxious to purchase raw skins so they can keep their tanneries open and make offerings of semi-tanned and tanned lizards to buyers here.

**Deerskins ease.** Trading in Brazil "jacks" at a minimum. Buyers ideas for Nicaraguans 40c c&f. and Honduras about 10% less. New Zealanders firm with sellers ideas around 80c c&f., while buyers views 72-75c c&f., as to lots.

Domestic market firmer with Westerns well sold up. Bulk of the business at \$1.50-1.65. Only small lots of New York state skins moving and difficult to quote the market.

Canadians active at \$2.15-2.25 fob. and some business also resulted in Maine descriptions at \$2.25 fob.

**Pigskins firm up.** Fulton County buyers picking up spot lots of grey peccaries but relatively few blacks moving. These buyers are showing price resistance to the latest asking levels of shippers for shipment. Considerable quantities of Brazil and Peruvian peccaries have been moved to the Continent and other countries.

Spot lots of Bolivians wanted but buyers and sellers are slightly apart in their ideas of value.

Little call for dry Chaco carpinchos and wet salted capivaras.

**Independents perk up.** Leading midwestern independent packers cashed in quickly on the advances paid for several selections this week and sold others at steady prices, same as in the big four market.

A large Iowa packer sold 1,500 light native cows, 3,000 heavy native steers, 2,600 butt branded steers and 2,400 branded cows at the going prices. This packer also credited with selling a car of Estherville heavy cows of Oct.-Nov. salting at 10 $\frac{1}{2}$ c considered a premium due to the earlier and better quality takeoff.

In other trading, Packers' Ass'n. at Chicago sold 1,500 butts at 9c and 900 Colorados at 8 $\frac{1}{2}$ c. A large Minnesota packer sold 700 heavy native steers at 10 $\frac{1}{2}$ c, 1,300 heavy native cows at 10c and 1,400 light native cows at 12c.

A New York packer sold a car of native steers at 10 $\frac{1}{2}$ c. Offerings by eastern packers rather limited due to active trading earlier.

**Small packers adjust.** At the recent low point, more resistance from sellers apparent as many small packers had sold out their hides and had nothing but Dec. productions to offer.

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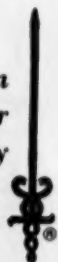


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Cancer  
Society**



Only a limited number of cars sold at 10c selected fob. shipping points for 50-52 lb. avg. hides and one car of 48 lb. avg. sold at 10 1/4c.

Sellers generally asked 10 1/2-11c for new business. Some heavier stock averaging 60-62 lbs. went at 9 1/2c selected and 65 lb. avg. hides moved at 8 1/2c for natives and 7 1/2c for brands, flat fob. Lighter hides ranged up to 11 1/2-12c flat fob. for southwestern such as Texas 40-42 lb. avg. Small packer bulls nominal around 6 1/2c fob. awaiting sales.

#### **Country hides strengthen.**

Some 50-52 lb. avg. locker-butcher hides free of renderers sold at 8c and one car of choice hides brought 8 1/4c flat tr'd. fob. shipping points. Mixed hides sold at 7 1/2c flat trimmed fob. but rather sparingly as sellers asked a half cent more.

Lighter hides including renderers had some call in the range of 7 1/2-8c for around 45 lb. avg. and as high as 9c reported paid for 40 lb. avg. renderers of good quality.

Glue hides sold in a carload way up to 6c. Country bulls ranged 4 1/2-5c fob. basis carload lots.

**Calf and kip steady.** One big packer confirmed selling 5,000 River calf at 25c for heavy and 30c for light. Previously, active trading had absorbed available supplies of north-erns at 32 1/2c for heavy, 37 1/2c for light and 30c for St. Louis light.

River kipskins sold at steady price of 23 1/2c and river overweights held at 23c. Late sales of southwestern overweights were at 22c while south-western kip were offered at 23c.

Big packers last sold regular slunks at \$1.65 and large hairless at 35c. Meanwhile, new business difficult to locate in small packer skins. Sellers held regular northern allweight calf at 23-24c and kip, as to sections, at 17-18c.

Country calfskins were on the easy side with a sale of allweights running strongly to lights reported down to 16c for one car. Some interest for country kip at 12-12 1/2c.

**Horsehides sticky.** Buyers tended to back away from recently paid prices of \$7.00-7.50 trimmed for very good lots of northern slaughterer whole hides. Some good northern slaughterer horse hides bought at \$6.75-7.00 fob. for trimmed lots while untr'd. hides nominally considered about \$1.00 more.

Not too much activity in cut stock and northern fronts were held at

\$4.25-4.50 while butts, 22" and up, remained around \$3.50-3.75 depending upon quality.

**Sheep pelts scattered.** Some good small packer clips moved at \$2.50 and No. 1 shearlings at \$1.75-1.85. One lot of less desirable big packer No. 1s moved at \$1.90. Other sales of better quality big packer mid-westerns made at \$2.65-2.75 for clips and at \$2.00-2.15 for No. 1s with one choice lot of No. 1s actually bringing \$2.25.

Most of the No. 2s sold at \$1.15-1.20 although a couple small lots brought \$1.25. The No. 3 shearlings brought 50c. Following business in packer Dec. lamb pelts within the range of \$2.90-3.00 per cwt. live-weight basis, reports of a sale up to \$3.10. Some full wool dry pelts moved at 24 1/2c.

In pickled skins, some good lambs sold at \$7.25 and sheep at \$8.50 per dozen. Sellers asking up to \$7.50 on lambs and \$8.75 for sheep in subsequent negotiations.

#### **UP FOR YEAR**

### **Shoe Chains' Sales Gain In November**

Dollar sales of the five major reporting shoe chains during Nov. totaled some \$25,852,000, an increase of 5.9 percent over the \$24,410,000 in sales reported for the same month a year ago.

All five chains reported increases ranging from Melville Shoe Corp.'s high of 5.9 percent to A. S. Beck Shoe Corp.'s low of 1.8 percent.

Other gains were as follows: Edison Brothers Stores—6.7 percent; G. R. Kinney Co.—5.9 percent; and Shoe Corp. of America—5.6 percent.

The increase over 1953 brought sales for the year to date (11 months) to \$289,237,000, a gain of 0.2 percent over the \$288,788,000 reported for the first 11 months of 1953.

Sales figures for the 11 months show Shoe Corp. of America reporting the largest increase with a gain of 4.7 percent over last year, Kinney ahead by 2.4 percent; and Melville almost exactly even. A. S. Beck was off by two percent and Edison by 2.9 percent.



# PEOPLE

*About industry personalities coast to coast*

• **Henry Meirs** has resigned as sales manager of Star Die and Supply Co., Lynn, Mass. **Norman Beckoff** has succeeded Meirs in the position, according to company officials.

• **Arnold Foster**, general counsel and director of the civil rights division of the Anti-Defamation League of B'nai B'rith, was principal speaker at the Shoe & Allied Industries luncheon held Dec. 14 at the Hotel McAlpin, N. Y. Joint Defense Appeal chairmen are **Ralph Abrams**, Palizio, Inc., and **Monroe Geller**, Andrew Geller, Inc. The luncheon highlighted a year-round industry-wide campaign attended by leaders in the shoe and allied fields.

• New members initiated at a recent meeting of the New York Shoe Superintendents' and Foremen's Association include **Joseph Musso**, assistant fitting room foreman at Regina Footwear, Brooklyn; **Isidore Bernstein**, fitting room foreman, Hi-Grade Footwear, Brooklyn; **Sidney C. Epstein**, sales agent with Columbia Cement Co., Brooklyn; **Aaron Tobin**, foreman of Society Footwear, New York; **Abraham Hornstein**, designer of Roben Shoe Co., New York; and **A. Edward Parnell**, general manager, Modern Orthopedic Appliance Co., New York. The Club's annual Christmas Party for children was held Saturday, Dec. 18. Annual dinner dance is scheduled for Jan. 15 at the Granada Hotel, Brooklyn, where new officers will be installed.

• **Grace Kent Sage** has been appointed to the newly-created position of sales coordinator at David Evins, Inc., New York City. Mrs. Sage was fashion director of Carlisle Shoe Co. for the past two years. She will work with retailers, suppliers and national fashion magazines.

• **Bert Manthorne** has resigned as sales manager of Lumbard-Watson Co., Auburn, Me., shoe manufacturer. The firm makes women's and misses' shoes and moccasins. Manthorne has not revealed his plans for the immediate future.

• **Thomas Stacey** has been named to assist **Adolph K. Krause**, president and head of the dress shoe division of Wolverine Shoe & Tanning Corp., Rockford, Mich. shoe manufacturer. The latter has temporarily

taken over the duties of **David B. Mills**, dress shoe division sales manager, who died recently. Stacey has been representing the firm in Eastern Virginia and Eastern Ohio for the past two years.

• **Harry Weg** has announced his resignation as president of Towers Shoe Mfg. Corp., New York manufacturer of stitchdown shoes, and has disposed of his interests in the firm. New officers named include **Emmanuel Fox**, president; **George Arronson**, vice president; **Myron Arronson**, treasurer; and **Jules Arronson**, secretary.

• **Emile Simard** has been re-elected business agent of the New Hampshire Shoeworkers' Union, which represents employees of the J. F. McElwain Co. factories in Manchester, N. H. It will be his third two-year term in the post.

• **Russell C. Lind** has been appointed sales representative by National Shoe Products Corp. and will contact shoe manufacturers in the Lynn and Merrimack Valley (Mass.) areas. Until recently he was assistant to director of sales at United Shoe Machinery Corp.'s Lynn office. Also appointed sales representative is **Harold W. Attridge** who will cover the Worcester territory. Mr. Attridge formerly served in United's sales organization in Worcester.



• **Norman W. Ekberg** has been appointed Brockton area sales representative for National Shoe Products Corp. of Boston. Ekberg joined United Shoe Machinery Corp.'s Brockton office in 1946 and became an outstanding shoe machinery technician. He is a member of the Avon School Board and well-known throughout the men's shoe producing area.

• **J. G. Ostertag** has been promoted to the position of assistant district manager of the Chicago office of Armstrong Cork Co.'s Industrial Division. His territory in the Cleveland area will be taken over by Donald A. Comes, Jr. Ostertag joined Armstrong's Industrial Division in 1938 and has served as a sales representative in various territories.

• **Robert R. Gorevitz** has been appointed sales representative for the greater-Haverhill (Mass.) territory by National Shoe Products Corp. He was formerly treasurer of the United Shoe and Leather Co., Inc., Haverhill.

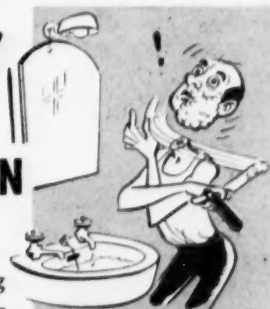
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Expert engineering plus the finest steel and materials, coupled with rigid inspection and testing of every die is the Western method of giving you a die that will do the job faster, better and last longer. **SEND FOR OUR CATALOG.**



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# News Quicks

About industry happenings coast to coast

## Maine

• Residents of South Paris were encouraged to learn that all except five employes of the new **A. C. Lawrence Co.** tannery now under construction will be hired locally. The five will be members of supervisory personnel, according to Superintendent L. Kimball Barber, and will include Barber himself, assistant superintendent Richard Moulton; chemist Richard Daigle; office manager Bryce Glover and a leather finisher to be named later. Operation are scheduled to begin at the new two-million-dollar tannery in late spring.

## Maryland

• The **Baltimore Shoe Show**, sponsored jointly by the Baltimore Shoe Club, Inc., and Associated Shoe Travelers, Inc., will be held July 10-13 at the Baltimore Hotel next year. P. Irvin Volk is chairman.

## Connecticut

• **Herman Roser & Sons, Inc.**, Glastonbury tanner, has appointed John G. Freeman of **John G. Free-**

**man Co.**, Milwaukee, Wis., as its agent for the Chicago-Milwaukee territory. Freeman will handle Roser's complete line of pigskin leathers, starting on Jan. 1.

## Missouri

• The St. Louis regional office of the **AFL Boot and Shoe Workers Union** recently sponsored an all-day discussion on workmen's compensation at the University of Missouri's School of Business and Public Administration.

• **Cutter-Karcher Shoe Co.** of St. Louis has formed a subsidiary corporation under the name of Chicago Cutter-Karcher, Inc., at Chicago, Ill. The firm, which currently operates some 60 shoe departments in 31 stores throughout the Midwest and Southwest, plans to expand in the Chicago and other areas. Jack R. Cutter is president of parent and subsidiary firms while Edward J. Karcher is executive vice president and secretary.

• **Edison Brothers Stores, Inc.**, will distribute over \$250,000 in

Christmas bonuses to its 3,750 employes, according to Harry Edison, president. The quarter million will be shared by 750 home office and warehouse employes in St. Louis and 3,000 employes in the firm's 251 ladies' shoe stores in 38 states and the District of Columbia.

## Wisconsin

• Fire which broke out last week at the **Badger Glove & Slipper Co.** of Milwaukee was prevented from spreading throughout the three-story building by effective functioning of the sprinkler system. Worst damage was water soaking slippers in storage awaiting shipment.

## New Hampshire

• **Connors-Hoffman Footwear, Inc.**, in production at Littleton for the past 21 months, will increase its payroll some 20-25 people under an expansion program covering the next two to three months. The company now employs some 260 persons and is taking over additional space in its building, according to Joseph Connors.

• **Bee Bee Shoe Co.**, Marilyn Sandal Corp., Arnold Products Corp. and Buskins, Inc., all operated by Eli Cohen, will be merged into a single New Hampshire corporation under the name **BGS Shoe Corp.**, it is reported. Merger is scheduled for Dec. 31.

• **Marlo Shoe Corp.** of Newmarket was fined \$60 in Newmarket Municipal Court, Dec. 15, after pleading guilty to three charges of failing to properly report to the State Division of Employment Security the reason why three employes were separated from the payroll. The state agency claimed the shoe firm failed to notify the division that the workers in question, who filed compensation claims, had left their jobs voluntarily.

• An upswing in employment is expected in the near future at the **Chelmsford Shoe Co.** plant in Derry, N. H., it was reported at a recent meeting of Local 230, United Shoe Workers of America, CIO, in that community. More than 200 members attended the gathering, where it was decided to use the annual \$200 Christmas gift allotment this year to aid families of needy union members. Henry Dion, president of Local 230, was named to head the Christmas project committee.

• **Sibulkin Shoe Co.** has been authorized to construct an addition to its plant at 477 Silver Street, in



"It's the Bounce that Counts"

in **REGANO** *SOFT* **BOX TOES**

With the resilience of youth, REGANO soft box toes bounce back regardless of the extent of pressure. You can depend upon them under all factory working conditions. Suitable for lined and unlined types of men's, women's and children's footwear.

## REGANO BOX TOE COMPANY

Daniel Ryan, Pres. Edward Regan, Treas. George Allen, Sales Mgr.  
3 HALE ST. Est. 1934 Tel. Haverhill 3-3847 HAVERHILL, MASS.

Here are

3

SHOE PRODUCTS  
THAT SAVE PENNIES



**INNERSOLES**

**PLATFORMS**

**WEDGIES**

**LYNN INNERSOLE CO., ALLSTON, MASS.**

Manchester, N. H., to be used for storage purposes, it has been revealed by the Manchester Building Department.

### Massachusetts

- **Avon Sole Co.** of Avon has been awarded a certificate of merit for conspicuous achievement in accident prevention for the second time in the past five years. The company reported a 46 percent accident reduction in the period Oct. 1, 1953 to Oct. 1, 1954. Avon's current accident rate is 39 percent better than the national average.

- **Hershberg Shoe Co.**, Boston shoe wholesaler, is moving its offices at 83 Lincoln St. to new quarters at 179 Lincoln St., within the next few weeks.

- **Hamilton Shoe Co.**, former Boston manufacturers of men's and boys' welt shoes, has begun operations at its new plant in East Braintree, according to Bernard Tack, office manager. The company expects to be in full production within a week and will continue to make its line of men's and boys' shoes. Hamilton was active in Boston for 39 years.

- **The New England Shoe and Leather Association** has scheduled its annual dinner-meeting for Wednesday, Jan. 19 at the Ballroom of the Hotel Statler in Boston.

- **John E. Lucey Shoe Co.** of Bridgewater reports it is increasing factory space at its building formerly occupied by the Sunshine Feed Store. The company is adding a three-story building which will be used for stock keeping.

- The American Olympics Committee has chosen a side leather made by the **Brezner Division of Allied Kid Co.**, Boston, to be made into bags for the U. S. Olympics Team, according

to Jack Schweitzer, sales manager. Schweitzer said the company is re-naming Brezner leather No. 1382 "Olympic Red" to commemorate the occasion.

- Heavyweight champion Rocky Marciano of Brockton recently toured the new plant of **Randolph Mfg. Co.** in Randolph where he was presented several pairs of shoes for himself and his wife, Barbara, by president Joseph Cohen. He was also given two pairs of Howdy-Doody canvas casuals for his two-year-old daughter, Mary Ann.

### New York

- Advertising account of **General Dyestuff Co.** and General Aniline and Film Corp's Carbonyl Iron Powders has been placed with **R. T. O'Connell Co.** as of Jan. 1. The House of **J. Hayden Twiss** continues to handle advertising of **Antara Chemicals**.

- **Niagara Industrial Laboratories** has moved to new quarters at 1750 Maple Ave., Niagara Falls, according to new owner and director, Alfred W. Hopton. The laboratory performs research and special tests and specializes in leather, tanning problems and synthetic organic chemicals. Hopton was formerly president of Cataract Chemical Co., Inc. in Buffalo, manufacturer of shoe and tanning chemicals.

### New Jersey

- **Ray Leather Co.** has purchased a two-story building located at 325-331 Broadway, Newark, where the firm will expand its work in leather finishing, coating and embossing. Ray, Vincent and Mario Amabile are owners of the firm. New plant has 20,000 square feet of space.

- **Sprinz and Sprinz**, New York hide and skin firm, has moved to new

and larger quarters at 93-99 Nassau St.

### Connecticut

- **Marlen Footwear, Inc.**, of Manchester, has been chartered with authorized capital of \$10,000 to manufacture and sell footwear.

### Texas

- The **Southwestern Shoe Travelers Association** has scheduled its next shoe showing for May 8-11 at the Adolphus, Baker and Southland Hotels in Dallas, according to Paul B. Schroeder, secretary-manager. The group's spring 1956 showing will be held Nov. 6-9 at the same hotels.

### Wisconsin

- **Schwartz Footwear Co.** of Milwaukee has been named distributor for the new "Candy Kids" line of misses' and children's shoes. Murray J. Perlstein is in charge of sales.

- **William W. Krause** has been named technical representative covering the New England area for Claremont Pigment Dispersion Corp. He takes over the territory from **Murray Marlowe** and **Mark W. Neitlich**, who will now concentrate in the Southern Connecticut-Metropolitan New York and Middle Atlantic areas respectively. Krause was formerly with Smith Chemical and Color Co.

- **Robert Krischer** has been named sales manager of Lynn Craft Shoe Corp., Lynn shoe manufacturer. He has been assigned the Pennsylvania territory.

- **Bill Bridges**, former Southern California representative for French, Shriner & Urner, has been appointed general stores manager for the company's western division. He is succeeded as sales representative in the area by **F. C. Goodwin**, also named style coordinator by the firm.

## LEATHER

YESTERDAY — TODAY —  
ALWAYS

# DERMABATE

COMPOUNDS AND LIQUID EXTRACTS  
**AMERICAN EXTRACT CO.** PORT ALLEGANY, PA.





# STERN



Join the  
**MARCH  
OF DIMES**  
in  
*January*

Get  
it  
With  
**Action**  
Leather  
and  
Shoes  
Classifieds

## Canadian Notes

• **United Rubber, Ltd.**, has been organized to purchase the footwear division of Gutta Percha & Rubber, Ltd. of Toronto and Northern-Woodstock Rubber, Ltd. of Montreal, effective Jan. 1, it is reported. United Rubber's headquarters will be located in Toronto. The firm will operate two separate footwear divisions. E. C. Sharpe will be manager of the Gutta-Percha Division while G. A. Clifford, general sales manager of Northern-Woodstock, will be manager of the new division. President of the new firm is H. J. Ross, also president of Northern-Woodstock, while A. J. Garry will be secretary-treasurer.

• Kitchener's pioneer tanning industry, the **Lang Tanning Co. Ltd.**, has decided to discontinue operations, the president, Jerome Lang, announced. The company was established more than 100 years ago when Reinhold Lang, grandfather of Jerome Lang, came to this district from a small village in the German Rhineland.

• Canadian shoe chain stores' sales across the nation dropped to \$3,546,000 in October in contrast to \$3,561,000 a year ago in this month, down 0.4%. Value of chain shoe stores' stocks increased to \$22,109,000 at the beginning of this month in contrast to \$21,437,000 last year, up 3.1%.

• Canadian footwear wholesalers' sales dropped 8.9% in dollar volume in Oct., 1954, as against the same month of 1953 and the value of such dealers' stocks slumped down 30.8% in this period.

• Canadian department stores' sales of women's, misses' and children's shoes increased to \$4,141,000 in September compared with \$4,049,000 in the same month last year, up 2.3%, and in first nine-month period reached \$29,470,000 against \$29,231,000 a year ago, up 0.8%.

Men's and boys' shoes' sales in these stores advanced to \$1,385,000 in September compared with \$1,326,000 a year ago, up 4.4%, and in the first nine-months of this year reached \$10,751,000 as compared with \$10,688,000 a year ago, a gain of only 0.6%.

The value of such women's, misses' and children's shoe stocks in these department stores rose to \$14,807,000 at the beginning of September in contrast to \$14,532,000 at the same time

a year ago, up 1.9%, with men's and boys' shoe stocks in this period increasing 5% in value.

## Deaths

(Other Deaths on Page 30)

**Edwin W. Merriam** . . . 80, retired shoe manufacturer, died Dec. 21 in Boston. Formerly president of the H. W. Merriam Shoe Mfg. Co., Newton, N. J., he moved to Boston three years ago to make his home with a son, John D. He leaves another son, Henry W., of Baltimore, and a daughter, Mrs. Elinor Tate, Morristown, N. J.

**Edwin Marston** . . . 83, leather buyer, died recently in Haverhill. As a boy, he went to work in a shoe shop and learned to cut shoes. In time he became buyer of leather for the Lombard-Watson Co. and other factories in the Salem-Peabody area. Later he established an office in Boston, where he continued as a buyer of leather until taken ill early this month.

**Morris Gilbert** . . . prominent shoe retailer, died Dec. 14 at Phillips House, Boston, after a short illness. He was secretary and a partner in Morton's Shoe Stores, shoe chain with 20 retail outlets in the New England area. Gilbert had become associated with Morton's shortly after its founding in 1919 and for the past 33 years was active in its merchandising divisions. He was a well-known figure in the New England shoe industry and the New York handbag and hosiery market. Surviving are his wife, Celia W.; two sons, Robert, also of Morton's, and Joel; a brother, Louis, and sister, Rae.

**Arthur J. Hartford** . . . 41, tannery foreman, of Plaistow, N. H., died Dec. 6 at Hale Hospital, Haverhill, Mass. He had been for 24 years at the Hoyt & Worthen Tanning Corp. plant. A leader in Masonic circles, he was past illustrious master of Haverhill Council, R. and S. M.; a past commander of Haverhill Commandery, K. T., and presiding sovereign prince of Merrimac Valley Council, Princes of Jerusalem. He was also a past president of the Haverhill Square and Compass Club and was scheduled to be installed as grand principal conductor of work of the Grand Council of Royal and Select Masters of Massachusetts, Dec. 6, at Tremont Temple, Boston. A native of Nashua, N. H., he leaves a wife.



## CLASSIFIED ADVERTISING

### Wanted and For Sale

#### Sewing Machine Wanted

Puritan, Landis, Randall, Campbell, Union Lock, Singer, and others.

Address March,  
17 Lafayette Pl.,  
Irvington, N. J.

#### Bargains

Leather Remnants, and plenty of it. Sorted to specifications. Textiles of all kinds in full piece, remnants and block cuts. Bargains. Only Bargains. 7 Floors of Bargains.  
**CENTRAL MERCANTILE CO.,**  
742 W. Taylor St.,  
Chicago 7, Ill.

#### Chamois Leather

Full oil tanned, light weight skins, for the Automobile and Store Trade. Low prices. Prompt delivery.

Woodacre Chamois Co., Ltd.,  
Darwen, Lancs., England.

#### Wanted

ANY AMOUNT AND ANY COLOR

in

LAMB or SHEEP SUEDES & CAPE  
also

PLIVERS or SPLITS from SUEDES

#### Blue Splits for Sale

LARGE QUANTITIES and steady supply of trimmed blue splits sorted for weight and grade. We also shave and level to your requirements. Tell us what you are making, and we will furnish a suitable selection. Address N-17 c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### SEDGWICK K. JOHNSON

Leather Chemist and Tanner

Research and Government Work a Specialty

E-4 19 Pingry Place, Elizabeth 3, N. J.  
Elizabeth 3-7336

#### Help Wanted

Experienced stitching room instructor and quality supervisor, man or woman. Excellent opportunity for qualified person. Apply Kleven Shoe Sales Co., Inc., Spencer, Mass.

#### Situations Wanted

#### Consulting Tanner

ACTIVE MEMBER of the A.L.C.A., with 25 years in the production of top quality Calf and Side Leather.

Address N-14,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Monday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

**THE RUMPF PUBLISHING CO.**  
300 W. Adams St. Chicago 6

#### Splitter Consultant

SETTING UP AND ADJUSTING my specialty. Thoroughly experienced in all phases of splitting.

Address N-15,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

#### Leather Technician

WELL-KNOWN European chrome leather expert with many years' practical experience as leader technician of important chrome leather factories, perfect in the manufacture of first class boxcalf, side leather, corrected grain leather, waterproof chrome and combined suede and split suede, wants leading technician position in the U.S.A. or Canada. Address N-13, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Lasting Room Foreman wants position in small shop where ability will be appreciated. Can teach green help. Can operate all machines on welts, McKays, and Compo.

c/o Box Z-9,  
Leather and Shoes,  
10 High St., Boston, Mass.

### Licensed Cobblers— And Under Police State Rules

An ambitious group of Massachusetts shoe repairmen are aiming to get a bill through the state legislature to make licensing of shoe repairmen compulsory. The cobblers don't want just anybody and everybody with a spare hammer and awl free to mend shoes. They feel deserving of licensed protection just like the doctors, lawyers, barbers, cosmeticians and veterinarians.

So here's what they propose to introduce in their bill:

To set up a State Board of Regulation of Shoe Repairmen to protect the health, safety and welfare of the public.

To impose a \$10 license fee for all shoe repairmen who want to do business in the state.

The applicant for licensing must be a shoe repair school graduate from an approved school, and has also served a year's apprenticeship.

A \$5 fee for taking the state board examination. But if the applicant fails twice he must hang up his hammer and awl. There's no third try.

And here's the police state fillip: If a shoe repairman wants to move his shop to another location, he has to get permission of the state board, which determines whether the new location is in the best interests of the public. (P.S. Cost for such a hearing is \$5.)

*for a Naturally good lining*

use

**GILBERT & COMPANY'S**  
*"Nu-Calf" Natural Sheep*

TANNERY and OFFICE Established 1905 BOSTON STORE  
WESTBORO, MASS. 120 SOUTH STREET

**THE WOBURN MACHINE COMPANY**  
HIDE AND LEATHER MACHINERY  
PROMPT SERVICE ON MACHINERY REPAIRS

TEL. WO-2-0330

201 MAIN ST., WOBURN, MASS.

## Deaths

**Eugene du Pont . . . 81, chemicals executive**, died Dec. 16 at his home near Wilmington, Del., following a long illness. He was a director of E. I. du Pont de Nemours and Co., having been associated with the great firm since his graduation from Harvard College in 1897. He started as assistant to his father, Eugene du Pont, president of the corporation at the time. He retired from an active position with the company years ago but had been a member of the board of directors since 1917. He was a noted agriculturalist and maintained an absorbing interest in hunting which took him over the world.

**J. Hammond Stewart . . . 88, shoe machinery executive**, died Dec. 15 at a Lynn, Mass., hospital following a brief illness. Well-known throughout the New England shoe manufacturing trade, he was treasurer and had controlling interest in Stewart Bros., Inc., Lynn shoe counter machinery firm. He assumed controlling interest of the firm in 1911 and became treasurer when it was incorporated in 1939. At that time, his son Roland became president of the firm. He was a prominent Mason and member of the Golden Fleet Lodge. Besides his son, he leaves two daughters, three grandchildren and seven great-grandchildren.

**Albert Tilden . . . 89, shoe sales executive**, died Dec. 17 in Stoughton, Mass., after a long illness. For many years he was a salesman for Belcher Last Co. of Stoughton and maintained an office in St. Louis as the company's Western representative for much of this time before his retirement. He was the oldest living member of the Chumunk Lodge No. 750, Knights of Pythias, and had been a master Mason for 37 years. He leaves his cousin, Miss Gertrude Belcher, and several nieces and nephews.

**Clarence B. Murray . . . leather finishes executive**, died Dec. 18 at J. B. Thomas Hospital, Peabody, Mass., following an illness of several months. A native of Peabody, he

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lived there all his life. He was treasurer of United Finish Corp., which he founded with Herbert White and Patrick Gilega; and was a partner in United Pigment Co. Murray was also active in real estate around the Lynn area. He was a member of Jordon Lodge, AF & AM, and the Salem Country Club. Surviving is his daughter, Mrs. Leonard D. Broughton; and a brother, Herbert.

## Coming Events

Jan. 15, 1955—Annual Banquet of New England Shoe Superintendents' & Foremen's Association. Hotel Statler, Boston.

Jan. 16-19, 1955.—41st Annual Middle Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Retailers Association. The Benjamin Franklin, Philadelphia, Pa.

Feb. 19-22, 1955—Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherland Plaza Hotel, Cincinnati, O.

Feb. 27-March 2, 1955—Allied Shoe Products and Style Exhibit for Fall and Winter 1955. Hotel Belmont Plaza, New York City.

March 1-2, 1955 — Official showing of American Leathers for Fall and Winter 1955, sponsored by Tanners' Council of America, Waldorf-Astoria Hotel, New York City.

April 24-27, 1955—St. Louis Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Leading St. Louis hotels.

May 1-5, 1955 — Popular Price Shoe Show of America for Fall and Winter 1955. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

May 9-11—Spring Meeting of Tanners' Council of America, Inc. Princess Hotel, Hamilton, Bermuda.

May 22-25, 1955 — Annual Convention, American Leather Chemists Association, New Ocean House, Swampscott, Mass.

June 13-14, 1955—Annual Spring Meeting of National Hide Association, French Lick Springs, French Lick, Ind.

Aug. 7, 10, 1955—Allied Shoe Products and Style Exhibit for Spring and Summer 1956. Hotel Belmont Plaza, New York City.

August 30-31, 1955—Official showing of American Leathers for Spring and Summer 1956, sponsored by Tanners' Council of America, Waldorf-Astoria Hotel, New York City.



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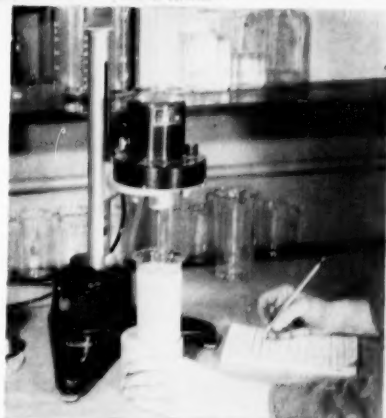
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